

Dear Valued Customer:

As we approach the New Year, we would like to inform you of TOTO's upcoming scheduled list price adjustment, effective January 1, 2025. TOTO will make pricing adjusting to address 2025 market dynamics. Overall, we will implement a modest 2% overall weighted average list price adjustment.

**Effective January 1, 2025, this adjustment will be applied across select product categories, as outlined below:**

Product/Category	Price Adjustment Type	Average Percentage Change
NEOREST® RS	No Price Change	Not Applicable
Drake	No Price Change	Not Applicable
Washlet® C5, C2, K300, KC2, A2	No Price Change	Not Applicable
Washlet S7A, S7	Price Reduction	-10%
Touchless Faucets	Price Reduction	-16%
EFV's	Price Reduction	-7%
All other products not listed above	Price Increase	+4.5%

TOTO will provide an Excel file as a separate attachment, reflecting the new 2025 list prices for each product. Please refer to the dates noted at the bottom of this bulletin for details on additional pricing tools and their release timing.

1. All purchase orders currently in process through November 30, 2024, will receive 2024 pricing, regardless of the shipping or invoicing date.
2. Purchase orders received starting December 1, 2024, with a shipment request date on or after January 1, 2025, will be invoiced at the new 2025 prices.
3. TOTO reserves the right to limit purchase orders received from November 1, 2024, through December 16, 2024, to 120% of the historical three-month average quantity per SKU.
4. TOTO reserves the right to change job quotes with a 30-day notice.
5. Requests to extend current job quote pricing that expires on December 31, 2024, or later will be reviewed by each TOTO Regional Sales Leader for eligibility.
6. All standard TOTO USA freight and discount programs apply.

If you have any questions regarding these adjustments or how they may affect specific orders, please don't hesitate to reach out to your TOTO representative. Thank you for your continued trust and collaboration. We look forward to a successful 2025 together!

*Best Regards,*



**Katz Nojima**  
Executive VP TOTO Americas Holdings



**Taro Muroi**  
President, Sales Strategy



**William Strang**  
President, Corporate Strategy

**\*Additional Pricing Tools**

- 2025 List Price Excel File to be released November 15<sup>th</sup>, 2024
- 2025 Digital Price Book to be released Early January 2025
- 2025 Printed Price Book to be shipped March 2025